

Business Development Division Accomplishments: 2009 End-of-Year Report

The Business Development Division (BDD) has four primary areas of focus: Small Business Services, Neighborhood Business Development, Commercial/Industrial Redevelopment, and Tax Incentive Administration. In total, BDD has seven categories of performance objectives, which include (1) Small Business Services, (2) Neighborhood Business Development, (3) Commercial/Industrial Redevelopment, (4) Tax Incentive Administration, (5) the Sidewalk Vending Program, (6) the Capital Arts Program, and (7) Business and Community Technical Assistance.

1. **Small Business Services:** Facilitate the creation, growth, and sustainability of small businesses. Provide direct access to counseling/training service providers and financial assistance for fixed assets, inventory, and working capital.

| Unit of Measure | 2008 | 2009 2nd Half | 2009 End-of-Year Total | 2010 Goal |
|---|---------------------------|---------------|---------------------------|-----------|
| Number of Individuals Assisted | 741 | 208 | 283 | 350 |
| Percent of Goal Achieved | 212% Goal = 350 | | 81% Goal = 350 | |
| Numbers of Businesses Assisted | 228 | 188 | 336 | 130 |
| Percent of Goal Achieved | 175% Goal = 130 | | 258% Goal = 130 | |
| Number of Loan Applications Processed | 50 | 20 | 56 | 40 |
| Percent of Goal Achieved | 125% Goal = 40 | | 140% Goal = 40 | |
| Number of Small Business Loans Completed (See table below) | 4 | 1 | 5 | 5 |
| Percent of Goal Achieved | 80% Goal = 5 | | 100% Goal = 5 | |

Small Business Loans Completed in 2009:

| Business Name | Neighborhood | Type | Loan Amount | Jobs Created or Retained |
|--|---------------------|-----------------------------------|--------------------|---------------------------------|
| American Ecotech | Northside | Grow Cincinnati-Bldg. Acquisition | \$250,000 | 25 |
| Green Dog Café | Columbia-Tusculum | Grow Cincinnati-M & E | \$211,000 | 16 |
| Murray-Hill Academic Preparatory Academy | Mount Airy | MicroCity – PWC | \$35,000 | 2 |
| Owens Pride Coffee | Downtown/CBD | MicroCity – PWC | \$35,000 | 3 |
| Under the Sea Childcare | Kennedy Heights | MicroCity – PWC | \$35,000 | 2 |
| TOTAL | | | \$566,000 | 48 |

- 2. Neighborhood Business Development:** Assist communities in improving the economic vitality of neighborhood business districts (NBDs). Implement projects to improve the vitality and physical condition of the NBDs. Implement capital projects (such as streetscapes, parking, awning, façade programs, gateways, and other public improvements) and real estate redevelopment projects through the Neighborhood District Improvement Program (NBDIP) and other funding sources. Work with business associations and community councils through the Neighborhood Business District Support Fund (NBDSF) to promote and enhance and increase the viability of the NBDs. Typical NBDSF projects include marketing material, special events, landscaping, general maintenance, etc.

| Units of Measure | 2008 | 2009 2nd Half | 2009 End-of-Year Total | 2010 Goal |
|---|-------------------|---------------|------------------------|-----------|
| Number of Development Agreements and Miscellaneous Completed (non - NBDIP) (See table below) | 5 | 5 | 10 | 5 |
| Percent of Goal Achieved | 100% Goal = 5 | | 200% Goal = 5 | |
| Number of New NBDIP Projects Implemented (See table below) | 9 | 5 | 15 | 5 |
| Percent of Goal Achieved | 180% Goal = 5 | | 300% Goal = 5 | |
| Number of NBDIP Projects Currently Active | 41 | | 49 | N/A |
| Number of NBDIP Projects Completed (See table below) | 9 | 3 | 7 | 5 |
| Percent of Goal Achieved | 180% Goal = 5 | | 140% Goal = 5 | |
| NBDSF: Number of New Projects Implemented | 104 | 88 | 94 | 80 |
| Percent of Goal Achieved | 130% Goal = 80 | | 118% Goal = 80 | |
| NBDSF: Dollar Amount of Active Projects | \$17,100 | | \$101,592 | N/A |
| NBDSF: Dollar Amount of Completed Projects | \$281,954 | \$69,653 | \$69,653 | N/A |

Development Agreements and Miscellaneous Completed in 2009:

| Project Name | Neighborhood | City Funding | Private Funding | Current Status | Jobs Created/ Retained |
|--|-----------------|--|---------------------|---|------------------------|
| Art Beyond Boundaries (Capital Arts) | OTR | \$8,000 | - | Preparing to advertise for bids | N/A |
| Ballet Tech Ohio (Capital Arts) | Kennedy Heights | \$50,000 | - | Work underway | N/A |
| Beechmont Ave. NBD Market Study | Mt. Washington | \$28,000 | - | Completed | N/A |
| Cincinnati Fire Museum (Capital Arts) | Downtown | \$50,000 | - | Preparing to advertise for bids | N/A |
| Cincinnati Landmark Productions (Capital Arts) | West Price Hill | \$48,000 | \$350,000 | Work underway | N/A |
| Cincinnati Public Radio (Capital Arts) | OTR | \$50,000 | - | Work underway | N/A |
| Corryville Crossings Mixed-Use Development | Corryville | \$8,700,000 (TIF) | \$15,000,000 | Under construction | 200 |
| Green Corner Market & Studios (Capital Arts) | Kennedy Hts. | \$25,000 | - | Work underway | N/A |
| King Studios Site Development **Not yet counted as a dev. agreement | Evanston | \$950,000 | TBD | Pre-development activities underway | TBD |
| Lincoln-Gilbert Park Improvements | Walnut Hills | \$15,000 | - | Completed | N/A |
| National Guard Armory Site Redevelopment **Not yet counted as a dev. agreement | Hartwell | TBD | TBD | RFP completed, now in pre-development phase | TBD |
| Vine Street Streetscape (3CDC) | OTR | \$200,000 (design)/ \$2,000,000 (TIF) | - | Completed | N/A |
| TOTAL | | 12,124,000 | \$15,350,000 | | |

NBDIP Projects Implemented (Begun) in 2009:

| Project Name | Neighborhood | City Funding |
|---|-------------------|------------------|
| Streetscape and Gateway Improvements | Camp Washington | \$325,000 |
| Ludlow Ave. Streetscape- Sidewalk Art Enhancements | Clifton | \$135,000 |
| Clifton Plaza on Ludlow Ave. | Clifton | \$300,000 |
| Classen Park Gateway | Clifton Heights | \$75,000 |
| Old Town Streetscape Study | Clifton Heights | \$30,000 |
| Hamilton Ave & Llanfair Ave. Gateway | College Hill | \$110,000 |
| NBD Security Cameras | College Hill | \$30,000 |
| Short Vine Revitalization | Corryville | \$150,000 |
| Woodburn Ave Streetscape- Phase IV | East Walnut Hills | \$415,000 |
| St. Gregory Street Streetscape and Utility Undergrounding | Mount Adams | \$980,000 |
| Beechmont Avenue Streetscape & Gateway Improvements | Mount Washington | \$125,000 |
| South Block/Spring Grove Ave Parking Lot | Northside | \$130,000 |
| Oakley Square Gateway & Traffic Improvements | Oakley | \$680,000 |
| Main Street NBD Parking Feasibility Study | Over-the-Rhine | \$25,000 |
| 12th Street/Jackson Street Streetscape Improvements | Over-the-Rhine | \$300,000 |
| Total | | 3,810,000 |

NBDIP Projects Completed in 2009:

| Project Name | Neighborhood | City Funding | Businesses Assisted |
|-------------------------------|---------------------|---------------------|----------------------------|
| Entrance and Wayfinding Signs | College Hill | \$21,000 | 50 |
| Façade Improvement Program | College Hill | \$265,000 | 31 |
| NBD Security Cameras | College Hill | \$28,000 | 50 |
| Parking Lot | East Walnut Hills | \$24,750 | 8 |
| Façade Improvement Program | Evanston | \$188,000 | 10 |
| Façade Improvement Program | Madisonville | \$150,000 | 7 |
| Streetscape | North Avondale | \$428,000 | 15 |
| Total | | \$1,104,750 | 171 |

3. **Commercial/Industrial Redevelopment** – *Strategic Program for Urban Redevelopment (SPUR)/ GO Cincinnati*: Work proactively to return vacant, contaminated, or underutilized land to productive uses. Create jobs, increase the tax base, and enhance public health. Utilize City, State, and Federal resources through SPUR, an interdepartmental team lead by DCD, to facilitate steps such as acquisition, assessment, remediation, demolition, rehabilitation, and public infrastructure improvements.

| Units of Measure | 2008 | 2009 2 nd Half | 2009 End-of-Year Total | 2010 Goal |
|--|-------------------------|---------------------------|-------------------------|-----------|
| Acres Prepared for Development | 4 | 0 | 0 | 5 |
| Percent of Goal Achieved | 80% Goal = 5 acres | | 0% Goal = 5 acres | |
| Number of Acres Currently Under Development (See table below) | 166.5 | | 141 | 50 |
| Percent of Goal Achieved | 333% Goal = 50 acres | | 282% Goal = 50 acres | |

Acres Currently Under Development:

| Project Name | # of Acres | Neighborhood | City Funding | Leveraged Funding (est'd) | New Jobs (est'd) | Completion Date (est'd) |
|---|------------|------------------|---------------------|---------------------------|------------------|-------------------------|
| Ongoing Projects | | | | | | |
| American Can/ Factory Square | 8.5 | Northside | \$2,350,000 | \$19,000,000 | 150 | Jun. 30, 2011 |
| Camp Washington Plan | N/A | Camp Washington | \$41,650 | TBD | TBD | Jan. 8, 2010 |
| Center Hill Commerce Park | 66 | Winton Hills | \$1,546,813 | \$52,163,000 | 280 | Jun. 30, 2010 |
| MetroWest Commerce Park | 18 | Lower Price Hill | \$4,617,183 | \$28,165,142 | 400 | Aug. 31, 2010 |
| NuTone Site (Medpace, Inc. Headquarters) | 29 | Madisonville | 7,500,000 | \$93,000,000 | 1,339 | Dec. 31, 2014 |
| Providence North Environmental Assessment | 2 | West End | \$4,898 | \$418,052 | 0 | Jan 14, 2010 |
| Queensgate South Redevelopment | 17 | Queensgate | \$1,457,400 | \$3,750,000 | 500 | Jun. 30, 2010 |
| TOTAL | 141 | | \$17,517,944 | \$196,496,194 | 2669 | |

4. **Tax Incentive Administration:** Administer the Department's tax incentive agreements, which include Enterprise Zone, Job Creation Tax Credit (JCTC), Property Investment Reimbursement (PIR), and the CRA Tax Exemption Program.

| Units of Measure | 2008 | 2009 2nd Half | 2009 End-of-Year Total | 2010 Goal |
|--|--------------------------|---------------|--------------------------|-----------|
| Active Tax Incentive Agreements Monitored Yearly – All Types | 121 | | 115 | 101 |
| Percent of Goal Achieved | 93% Goal = 130 | | 88% Goal = 130 | |
| New Tax Incentive Agreements Completed – All Types *(See below table for details) | 6 | 2 | 6 | 5 |
| Percent of Goal Achieved | 120% Goal = 5 | | 120% Goal = 5 | |
| Active Enterprise Zone Agreements | 67 | | 56 | 56 |
| Percent of Goal Achieved | 106% Goal = 63 | | 100% Goal = 56 | |
| Active Job Creation Tax Credit (JCTC) Agreements | 18 | | 17 | 17 |
| Percent of Goal Achieved | 100% Goal = 18 | | 100% Goal = 17 | |
| Active Property Investment Reimbursement (PIR) Agreements | 13 | | 12 | 13 |
| Percent of Goal Achieved | 100% Goal = 13 | | 92% Goal = 13 | |
| Active Commercial CRA Agreements | 23 | | 30 | 34 |
| Percent of Goal Achieved | 105% Goal = 22 | | 107% Goal = 28 | |
| Number of CRA Entitlement Applications Processed | 167 | 86 | 112 | 150 |
| Percent of Goal Achieved | 33% Goal = 500 | | 22% Goal = 500 | |

New Tax Incentive Agreements Completed in 2009:

| Client | Project Description | Amount of Incentive (est'd) | Tax Revenue created/retained (est'd) | Jobs created/retained (est'd) |
|---|--|-----------------------------|--------------------------------------|-------------------------------|
| De Votie Hall Association/ Sigma Alpha Epsilon LEED-CRA | The De Votie Hall Association plans to construct a two-story wing to an existing student housing building at 2702 and 2707 Stratford Avenue in Clifton across from the University of Cincinnati. | \$1,063,500 | \$22,050 | 10 construction jobs |
| Emerson Place Apartments, LLC CRA | Emerson Place Apartments, LLC plans to completely restore a ten-unit apartment building located at 4102 Eastern Avenue in Columbia-Tusculum. | \$52,000 | \$5,920 | 1 job created |
| Fay Limited Partnership LEED-CRA | Fay Limited Partnership plans to renovate the 893-unit HUD subsidized Fay Apartments to 703 units. | \$5,112,720 | \$198,600 | 22 jobs created |
| Forest Square Apartments Limited Partnership LEED-CRA | Company to construct 21 units of new, LEED-certified senior housing in Avondale. | \$898,050 | \$17,600 | 31 construction jobs |
| MTK, Inc./Q Laboratories CRA | Q Laboratories is expanding at its current location in South Fairmount by building a new 9,000 SF structure. | \$473,100 | \$201,795 | 12 jobs created |
| La Caisse, Inc. (KZF Design) LEED-CRA | La Caisse, Inc., a holding company of KZF Design, plans to completely remodel the three-story printing operation building at 700 Broadway in Downtown into a new professional office building. | \$808,800 | \$1,209,600 | 75 jobs retained |
| TOTAL | | \$8,408,170 | \$1,655,565 | 151 |

5. **Sidewalk Vending Program:** Provide for the safe and orderly operation of food and merchandise vendors.

| Units of Measure | 2008 | 2009 End-of-Year Total | 2010 Goal |
|---|------|------------------------|-----------|
| Number of Vending Leases Currently Issued | 135 | 125 | N/A |
| Total Number of Vending Locations Offered | 159 | 148 | N/A |

6. **Capital Arts Program:** The CAP program provides funding assistance to non-profit artistic and cultural organizations for capital improvement projects designed to expand, renovate, construct, or equip cultural arts facilities located within City neighborhoods. These capital projects assist the nonprofit cultural community in providing increased public service, greater access, enhanced exhibition or performing space and in developing cultural facilities that can be operated more effectively or efficiently. Funds are provided in exchange for services provided to the public.

| Units of Measure | 2008 | 2009 2 nd Half | 2009 End-of-Year Total | 2010 Goal |
|-------------------------------------|--------------------------------|---------------------------|------------------------|-----------|
| Number of Active Projects | 9 (As of Jan. 1, 2009) | | 9 | N/A |
| Dollar Amount of Active Projects | \$395,000 (As of Jan. 1, 2009) | | \$448,738 | N/A |
| Number of Projects Completed | 11 | 1 | 2 | N/A |
| Dollar Amount of Completed Projects | \$711,000 | \$48,000 | \$108,000 | N/A |
| New Grants Awarded | 7 | 3 | 3 | N/A |

7. Business and Community Technical Assistance: Provide technical assistance to businesses and community members.

| Units of Measure | 2008 | 2009 2 nd Half | 2009 End-of-Year Total | 2010 Goal |
|-----------------------------------|-------|---------------------------|------------------------|-----------|
| Number of Business Consultations | 2,509 | 1510 | 3088 | N/A |
| Number of Community Consultations | 872 | 489 | 870 | N/A |
| Number of Referrals | 148 | 92 | 200 | N/A |